

BACKGROUND

On March 11, 2021, the American Rescue Plan Act ("ARPA") was signed into law and established the Coronavirus State Fiscal Recovery Fund and Coronavirus Local Fiscal Recovery Funds, which together make up the Coronavirus State and Local Fiscal Recovery Funds ("SLFRF") program. This program is intended to support State, territorial, local, and Tribal governments in responding to the economic and public health impacts of COVID-19 and in their efforts to contain impacts on their communities, residents, and businesses.

SCOPE OF SERVICES

The County is seeking proposals for an internet access solution that will serve residents and businesses in areas that are currently underserved (as defined by the Department of the Treasury, 31 CFR Part 35, RIN 1505-AC77 – Coronavirus State and Local Fiscal Recovery Funds) or have no internet service. The County wishes to obtain **high-quality** internet access as that term is defined by the Department of the Treasury (currently 100Mbps symmetrical up and down, above the FCC **baseline** internet speed definition of 25Mbps down / 10Mbps up) for its citizens and to encourage economic development. Proposed solutions must be highly reliable (99.9% or better uptime) and provide low-link latency capable of carrying multicast, real-time streaming, and video conferencing. The selected entity/entities must be willing to have local representation on a full-time basis to provide sales, installation, and technical support to citizens obtaining this service. The selected entity/entities will be required to market their offerings to customers through a County-specific marketing plan. The County is providing total grant awards of \$1,000,000 and may grant multiple awards, with the total amount awarded collectively not to exceed \$1,000,000.

- The provider(s) will supply technical support to address service issues for citizens with any devices or concerns that may arise from the provider(s)'s services. The provider(s) will furnish support and resolve all issues independently of BOCC staff. The provider(s) will ensure that all furnished premise equipment is affordable by locally median-income households (as determined by the County) or is included for rental in the monthly service charges at a rate not to exceed \$15 per month. The equipment will make wired and wireless connectivity to the provider(s)'s service available and will be reliable to a service level of 99.99% available Internet connectivity.
- The provider(s) will ensure all equipment maintenance throughout the duration of the agreement with the end-users/customers.
- The provider(s) will test in the most remote areas to ensure minimum viable service and full bandwidth availability.
- The provider(s) will provide verifiable references.
- The provider(s) will supply the following:
 - Documentation of existing coverage areas;
 - Impact analysis of present homes without any form of existing high-speed (FCC definition above) internet access;
 - Short-term and long-term customer pricing model, including any pricing in compliance with the FCC Affordable Connectivity Program or similar program.
 - A detailed line-item breakdown of total project costs:

- Materials
 - Labor
 - Ongoing maintenance costs
 - Expected contribution from County.
- Progress of estimated project completion timeline, including Phased Implementation, to ensure project completion by November 29, 2024..
 - Provide a detailed Service Level Agreement (SLA) outlining end-user/customer support proposed responses and response-time levels.
 - The provider(s) will outline all third-party contracts and agreements supporting this pact. The provider(s) will assume all legal responsibility for third-party contractor performance and liability. The provider(s) will maintain and present a detailed narrative of the sign-up medium, product distribution setup, and device service and surrender process.

Target Service Area



MINIMUM QUALIFICATIONS

Proposals must deliver at a minimum upload and download speeds of 100Mbps.

Proposers that do not meet the minimum qualifications and do not provide the required past project references may be deemed “non-responsive” or “non-responsible.”

CONTRACT

This project is funded by the American Rescue Plan Act of 2021, State and Local Fiscal Recovery Funds (“SLFRF”). Therefore, the successful vendor shall comply with applicable local, State, and federal procurement laws and regulations, including the SLFRF statute, SLFRF Award Terms and Conditions, Treasury’s Interim Final Rule, and reporting requirements.

SUBMISSION EVALUATION SCORING MATRIX

Criterion	Point Value
Total Project Cost	25
Percentage of Dwellings and Businesses Covered in Identified Areas	20
Project methodology	20
Effectiveness of Reference Projects – Reference Checks	15
Demonstrated Business Operational and Financial Capability	10
Location of Primary Firm/Local Presence (Martin County = 10, Adjacent County = 8, In Florida = 3, Outside Florida = 0)	0-10

INSTRUCTIONS TO PROPOSERS

All interested parties in the Martin County Broadband Deployment Grant must submit a response in the form of a narrative proposal that outlines their qualifications and ability to meet the Grant's goals, objectives, and requirements. The County will use the response to evaluate the most appropriate fit for the project. All submittals must include the following components to be judged responsive to this application:

SECTION 1

(2-page limit)

Cover letter or statement of interest, ***including the person's email address to be notified of the award***, signed by an authorized corporate officer, principal, or partner. Include the physical address of the primary firm.

SECTION 2

(3-page limit)

Provide an overview of the respondent's organization, services, partners, resources, and capabilities.

Provide details on the company's (or its shareholders') knowledge, experience, and operations within the broadband telecommunications industry and, if applicable, infrastructure development in the region, as well as key expertise that qualifies it to be considered for the Grant.

Briefly showcase two (2) recent projects, including contact information, similar in size and scope to the requirements in this RFP, completed within the past five (5) years.

SECTION 3

(3-page limit)

If the proposer is a current broadband provider in Martin County, FL, include an overview of products and services, operations, types of services, and local presence in the region.

SECTION 4

(3-page limit)

Provide a project-specific organizational chart of the business showing how the initiative will be organized, including subcontractors.

Provide information and demonstrate the ability of the business to provide the capital financing required to implement the proposed system design.

This section should also identify the specific funding contribution (Grant) required from Martin County to make the project financially viable for the provider.

SECTION 5

(3-page limit)

Include a detailed narrative that clearly and completely addresses the project goals, objectives, and desired outcomes, including a timeline showing major tasks and phases of the implementation.

SECTION 6

(2-page limit)

Define the roles and responsibilities of the respondent and Martin County, including any other requirements.

Define how the respondent's proposal will comply with local, State, and federal regulatory requirements.

SECTION 7

(2-page limit)

Provide the proposed type of broadband construction.

Fiber to the Home (FTTH) is preferred.

Provide details for any location(s) that will not have FTTH and demonstrate how the proposed construction will meet speed requirements.

SECTION 8

Provide the proposed stand-alone pricing for unbundled internet-only service at 100 Mbps downstream and 100 Mbps upstream, and for 1Gbps downstream and 1Gbps upstream, if 1Gbps service is available.

Provide pricing for both residential and business services.

Indicate if any additional customer premise equipment will be required or any separately chargeable service for installation or activation of individual customer locations.

Indicate if customer cost is determined by participation in the FCC Affordability Connectivity Program (ACP) or another broad-based affordability program with similar benefits to the ACP.

Martin County desires that every customer in the project area be connected without a capital connection cost.

(SECTION 8 continued on next page)

Please use the following format:

Residential or Business	Symmetrical Guaranteed Service Speed	Monthly Service Cost (\$)	Monthly Eqpt. Cost if Separate from Service Cost (\$)	One-time Fees, if any (\$)	Guaranteed Time Period Before any Proposed Rate Increases	Rate Governed by ACP or Similar?

SECTION 9

(no page limitation for this specific section)

All other documentation stipulated in the narrative on pages one through three (1 – 3) of this document.

Proposers that do not comply with all the above instructions or do not include all of the requested data may not be considered.

1. The proposer shall submit one (1) **electronic copy** of the submittal in PDF format via email to Carolyns@martin.fl.us, or on a thumb drive delivered to the reception desk at 2401 SE Monterey Road, Stuart, FL 34996. No paper copy is necessary. The submission deadline is November 15, 2023.